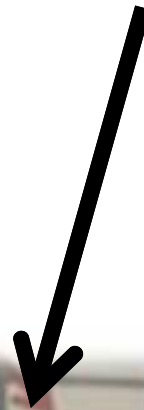




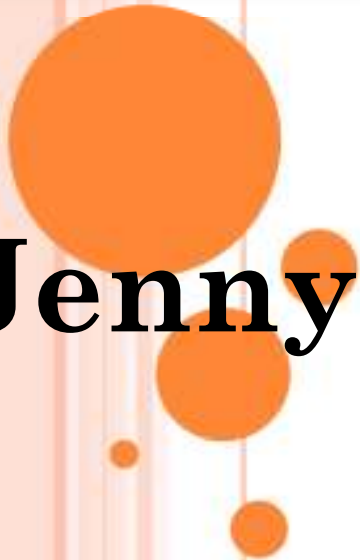
Jenny Yeoh



Jenny Yeoh



Jenny Yeoh

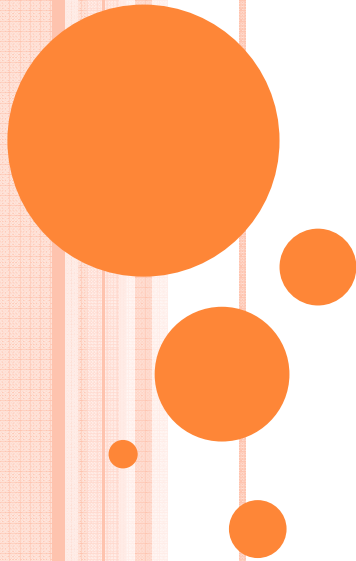


My 1st Death Claim



Future ?????

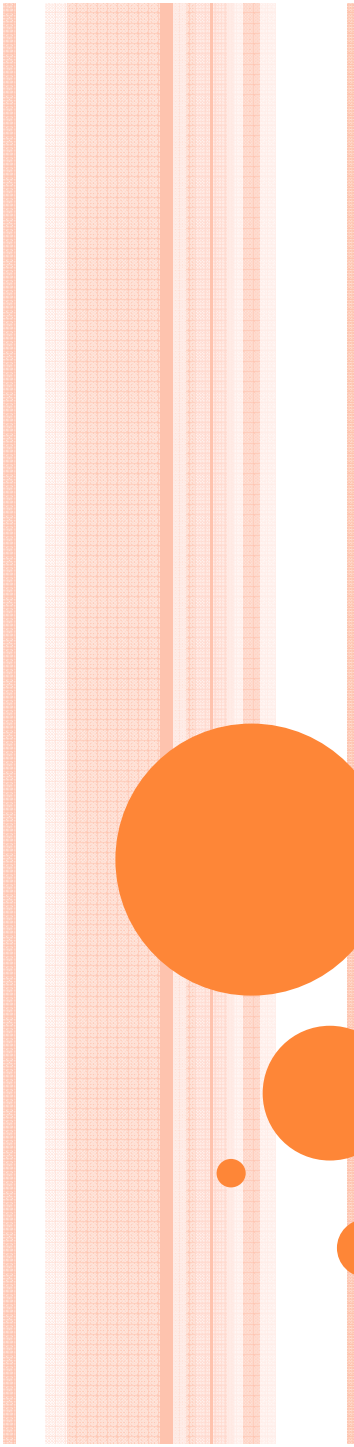
When someone **died** in a family,
who can give
financial & emotional
support
to their loved ones ???



Here comes **you**....

**INSURANCE
AGENT !!!**







**Do you want to know
how I became
an **Achiever**?**

My Daily Activities:

- 1) Arrived office 7.00am**
- 2) Make 30-50 calls
for my
next week appointments.**



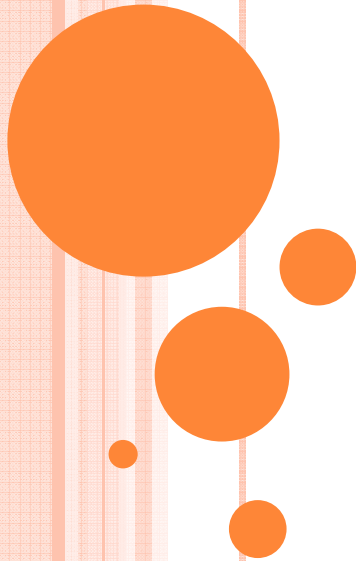
My Daily Activities:

**3) Leave office before 12pm
for
my planned appointments**



My Daily Activities:

**4) By 6pm, I fetched my 2 kids,
and if I don't complete
my 5 appointments,
I will continue after dinner.**



My Daily Activities:

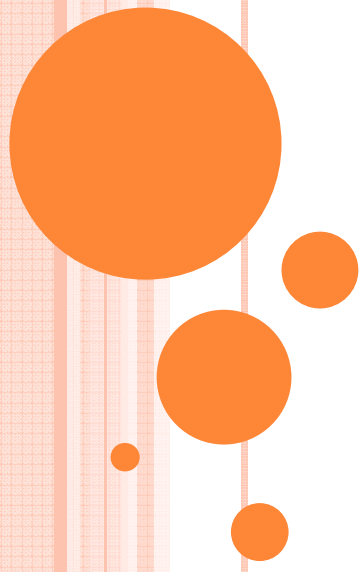
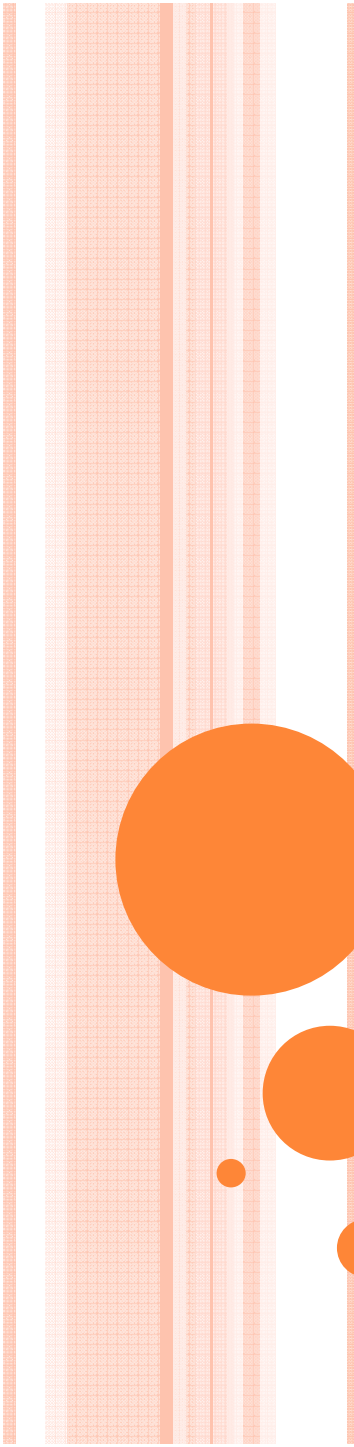
5) Must achieve **1 CASE**
a day.



My Daily Activities:

6) Go to hospital
to do prospecting.





Every Sunday

30 mins to evaluate my progress
& plan for the coming week



Every Month

Monitor my sales targets

To make sure I'm on track
to achieve my MDRT



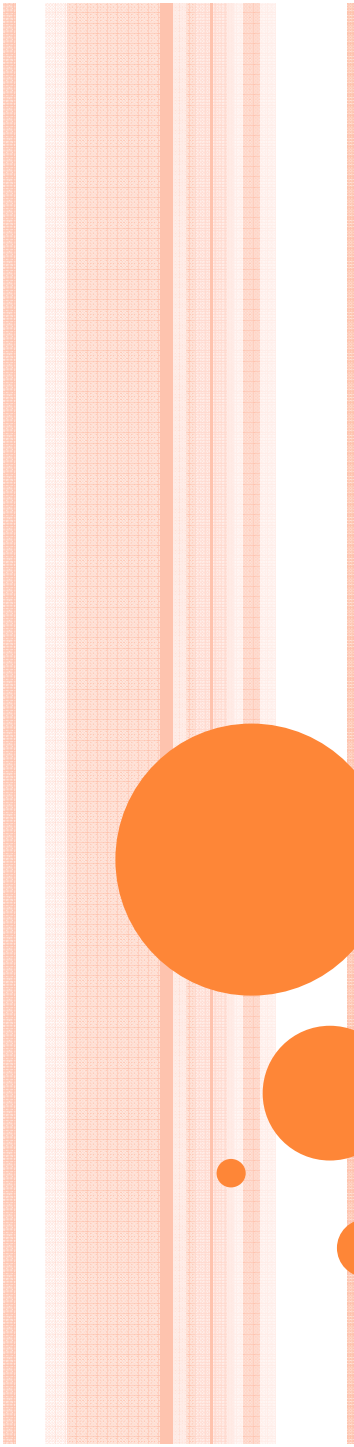
MDRT

By the end of the 8th month

222 cases



MDRT

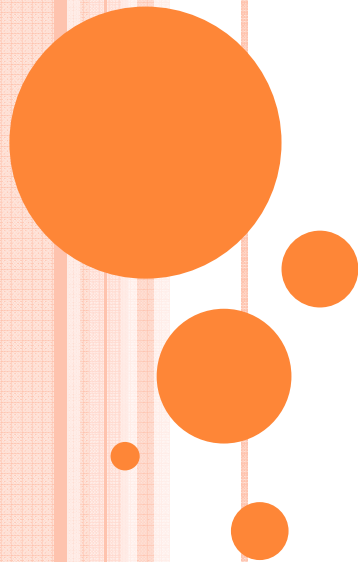


Year 2

My next target????

COT !

How???

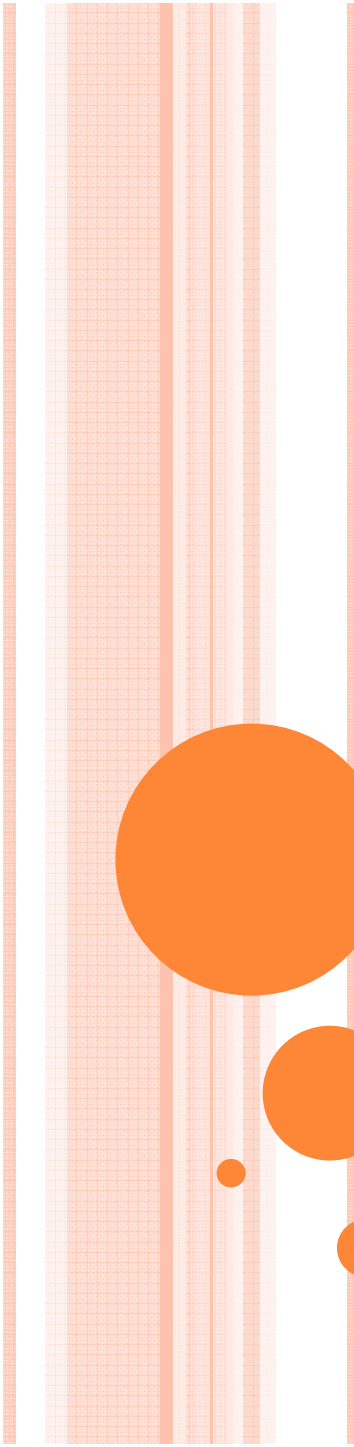


How???

- 1) Took up financial planning course
- 2) Learn how to **enlarge** the case size

Egs:

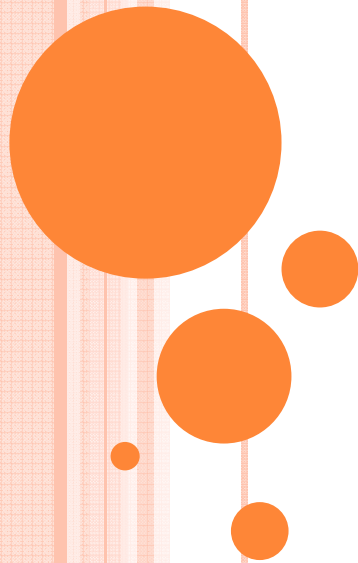
- 1) **Business insurance planning**
- 2) **Estate planning**
- 3) **Visit clients' families**
- 4) **Work harder & smarter**
- 5) **Persisted to succeed**
- 6) **Studied Legal aspects
& Laws of the Country**
- 7) **Participated actively
social networking**
- 8) **Learnt from
successful MDRT speakers**



2nd year

250 cases !

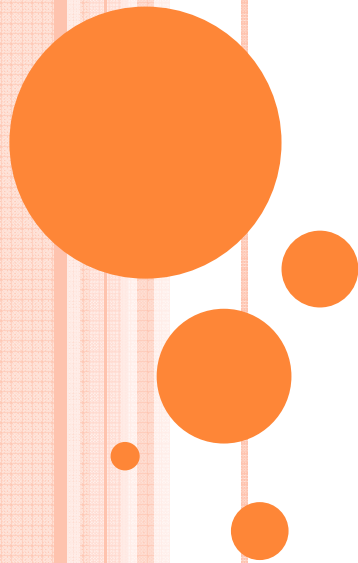
COT



3rd year

200 cases !

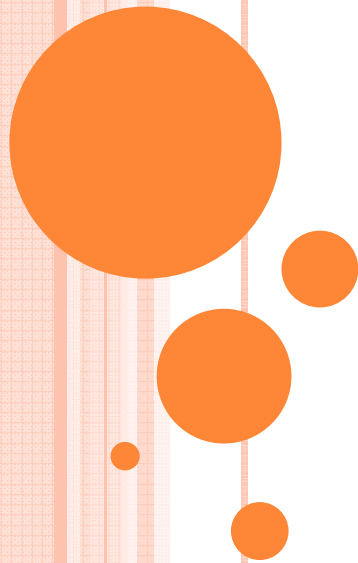
COT

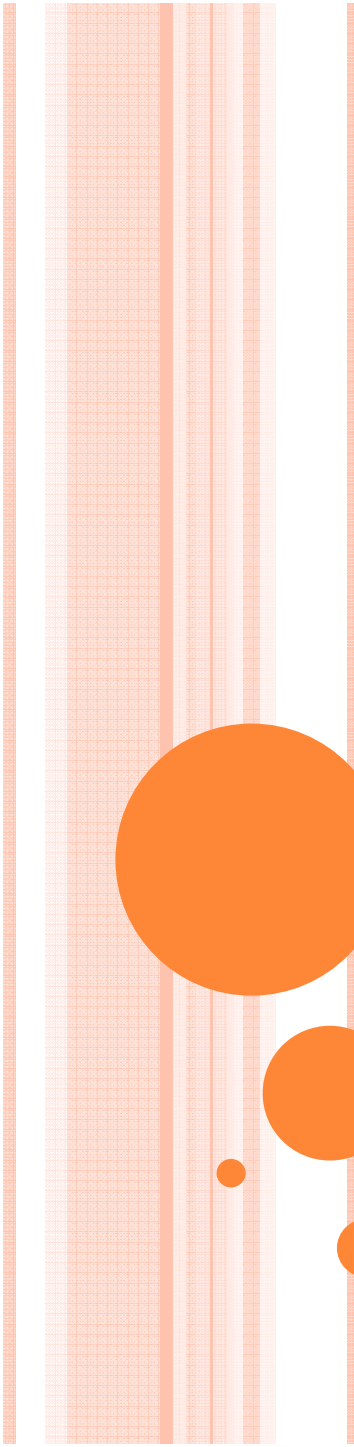


4th year

300 cases !!!

TOT



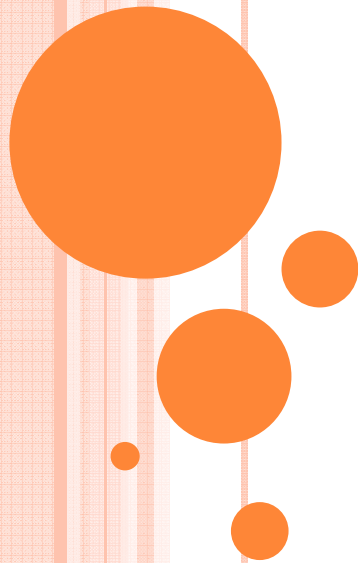


To be
an
insurance professional

**You must not only have
A good HEART**



But a BIG HEART !



Through out my life, I Have

**a CARING & SHARING
ATTITUDE**



HELPING

& CONTRIBUTING

BEHAVIOUR

We Serve

We Care

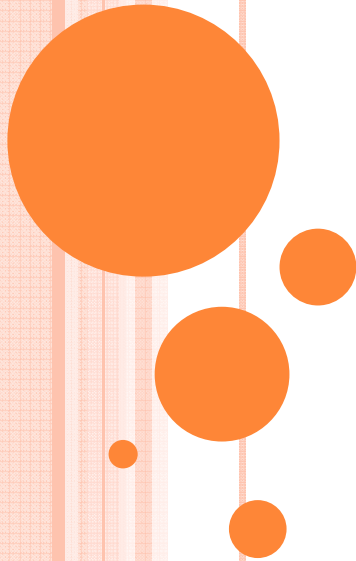


Let us

GROW

Together

Successfully !



THANK YOU!

